

At the Crossroads

with **SBA** Indiana News

Fiscal Year 2006, Volume 1

October 2005

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ANOTHER RECORD BREAKING YEAR!

Fiscal Year 2005 was an outstanding year for SBA Indiana. SBA 7(a) guaranteed loans increased 67% over last fiscal year.

1,692 businesses in Indiana were approved for SBA 7(a) Guaranty Loans during the fiscal year. Fiscal Year 2005 began October 1, 2004 and ended September 30, 2005. SBA 504 Certified Development Companies approved loans for 173 Indiana small businesses during FY 2005. This is a 5% increase over last fiscal year's record number of loans.

Thanks to our 7(a) and 504 lenders, the benefits of SBA's loan programs are felt statewide. Small businesses in 219 cities within 80 of Indiana's 92 counties received an SBA guaranteed loan.

Small businesses in Indiana receiving SBA-guaranteed loans ranged from small daycare centers to a company that manufactures race car chassis and components. These loans injected nearly \$298.0 million into the state's economy and created or retained an estimated **9,933 jobs**.

SBA Indiana's total business loan portfolio exceeds \$666.1 million as of Fiscal Year 2005.

♦ SBA Indiana ♦ Fiscal Year 2005 At A Glance

7(a) Guaranty

Number of Loans	1,692
Amount Loaned	\$225,734,002

504 CDC

Number of Loans	173
Amount Loaned	\$71,891,000

Total Loans	1,865
Total Amount Loaned	\$297,625,002

Top Ten 7(a) Lenders Total Loans

1. Charter One Bank, NA	307
2. National City Bank	260
3. Innovative Bank	139
4. Capital One, FSB	138
5. Fifth Third Bank	112
6. Bank One	81
7. STAR Financial Bank	55
8. Old National Bank	51
9. Wells Fargo Bank, NA	49
10. 1st Source Bank	46

504 CDC Lenders Total Loans

1. Premier Capital Corp.	56
2. Indiana Statewide CDC	56
3. Regional Dev. Corp.	42
4. Business Dev. Corp.	15
5. Community Dev. Corp.	3
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IN THE SPOTLIGHT:

Region V Advocate Raymond Marchiori Visits Indiana

Raymond P. Marchiori is the SBA's Office of Advocacy's Advocate for Region V, covering Illinois, Indiana, Michigan, Minnesota, Ohio and Wisconsin. He is the direct link between small business owners, state and local government agencies, state legislators, small business associations, and the Office of Advocacy of the U.S. Small Business Administration.

Ray Marchiori visited with the Indiana Economic Development Corporation's Mickey Mower and staff. He met with community leaders including representatives from the Black Chamber of Commerce, the Asian American Alliance, SCORE, and the Small Business Development Center network. He discussed progress following Indiana's enactment of the Regulatory Flexibility Act. Ray volunteered to try to assist with problems or questions Indiana businesses might have regarding federal regulations and legislation.

Ray's background is one of public service. He served as

Chief of Staff to the Administrator for the Rural Development/Rural Utilities Service at the United States Department of Agriculture. There he focused on the President's Rural Broadband Deployment Initiative and the Rural Utilities Service management plan. Previously he served as a Commissioner of the Northeastern Illinois Planning Commission, the Executive Director of the DuPage County (IL) Workforce Board and worked in both the legislative and executive branches of Illinois state government.

As a Regional Advocate, Marchiori helps identify new issues and concerns of small business owners. He also monitors the impact of federal and state policies on small business at the local level and works closely with local government officials, state officials and legislators, and the Chief Counsel for Advocacy to develop programs and policies that help, rather than hinder, small business growth.



2005 SBA Indiana Minority Small Business Person of the Year

Randall Knox, President and CEO of Hi-Tech Foam Products, Inc., Indianapolis, Indiana has been named Indiana's Minority Small Business Person of the Year for 2005 by the U.S. Small Business Administration. Hi-Tech Foam Products, Inc., established in 1992, is a foam fabricator and converter of flexible materials. The product line includes gaskets, HVAC seals, thermal and acoustical insulation, and protective packaging for automotive, appliance, and military industries. The 8(a) certified company has grown from 7 employees to 35 with sales of over \$5.4 million.

2005 SBA Indiana 8(a) Graduate of the Year

Communications Products, Inc. (CPI) of Indianapolis, Indiana has been named SBA Indiana's 8(a) Graduate of the Year for 2005. Cliff Arellano founded the voice and data systems integrator company in 1983 with two employees working from a home office. CPI became an 8(a) certified company in 1992. Today, the company has 75 employees and five office locations. Revenues in 2004 exceeded \$11.6 million.

Recognize Your Customer / Thank Your Advocate

Nominate a business owner for a Small Business Award!

Nominate that person who helped you succeed for a Champion Award!

This is a great opportunity to showcase accomplishments of outstanding entrepreneurs and champions of small business. Anyone can nominate for these awards. Employees, lenders, business counselors, customers, friends, chambers, trade associations, and governmental agencies have all nominated former award winners.

2006 Small Business Week Award Categories

Entrepreneurs

- *Indiana Small Business Person of the Year* - Any individual who owns and operates or bears principal responsibility for operating a small business may be nominated. Partners who jointly own and operate a small business may be nominated as a "team," so long as the number of individuals in the team nomination does not exceed four.
- *Jeffrey Butland Family-Owned Small Business of the Year* - This award honors a family owned and operated business which has been passed on from one generation to another. Nominees must also serve as a majority owner and operator or bear principal responsibility for operating a small business with at least a 15-year track record.
- *Small Business Exporter of the Year* - Any individual who owns and operates a small business engaged in exporting may be nominated.
- *SBA Young Entrepreneur of the Year* - Any individual who will not have reached the age of 30 by June 1, 2006 and serves as a majority owner and operates or bears principal responsibility for operating a small business with a three-year track record may be nominated.

Champions

- *Financial Services Champion of the Year* - Individuals who assist small businesses through advocacy efforts to increase the usefulness and availability of accounting or financial services may be nominated.
- *Women in Business Champion of the Year* - Individuals who have fulfilled a commitment to the advancement of women's business ownership may be nominated.
- *Home-Based Business Champion of the Year* - Individuals who have experienced the rewards and difficulties of home-based businesses and have volunteered to improve the climate for these businesses may be nominated.
- *Minority Small Business Champion of the Year* - Individuals who have fulfilled a commitment to support minority entrepreneurship may be nominated. Nominees may or may not be small business owners.
- *Small Business Journalist of the Year* - Journalists representing television, radio, electronic or print media may be nominated.
- *Veteran Small Business Champion of the Year* - Individuals who have fulfilled a commitment to advancing small business opportunities for veterans of the U.S. armed forces may be nominated.

To nominate an outstanding small business or champion of small business, please contact Ronda Crouch, SBA Indiana at (317) 226-7272 or ronda.crouch@sba.gov.

Nominations must be received in the SBA Indiana District Office by Wednesday, November 9, 2005.

**U.S. SMALL BUSINESS
ADMINISTRATION**

**INDIANA DISTRICT
OFFICE**

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*Small Business -
The Spirit of
Indiana*

What do theme parks,
Alka-Seltzer, and gas
pumps have in
common?

They were all invented in
Indiana! Theme park - Santa
Claus, Alka-Seltzer - Elkhart,
gas pumps - Fort Wayne

Not To Be Missed...

Online Guidance for Award Nominations

Friday, October 14, 2005
9:00 a.m.

Need pointers on putting a great small business award nomination together? Join us for an online presentation of tips and suggestions.

For the audio portion, call (866) 740-1260 and log on to
<http://www.readytalk.com> for the online presentation.

The access code is 3056203.

2005 Indiana Minority Business Recognition Luncheon

Rolls-Royce Technical Center
2605 W. Raymond Street, Indianapolis

Wednesday, October 19, 2005 Registration 11:30 a.m.

Join us as we recognize the contributions of minority small businesses in Indiana. These companies provide products and services that enhance the quality of our lives. Minority business owners create employment opportunities that help our Indiana communities and the state economy.

REGISTER: Kathy Ragland or Lynda Parrett, SBA
at (317) 226-7272 or www.sba.gov/in

We're on the move!

SBA Indiana is moving to a new office.

Effective November 4th, our address will be:

8500 Keystone Avenue, Suite 400
Indianapolis, Indiana 46240



Watch for our
SBA Indiana Open House
in November

U.S. Small Business Administration

SBA

Your Small Business Resource